

MANUFACTURING EXTENSION PARTNERSHIP

Success Stories from the Field

SAMLIP Industrial Co., Ltd.

Tennessee Manufacturing Extension Partnership

Samlip Achieves Ts 16949 Certification

Client Profile:

SAMLIP Industrial Company, Ltd., is a Korean “transplant” first-tier automotive parts supplier. The plant in Clinton, Tennessee specializes in emergency and parking brake components. This facility employs approximately 25 people, but is expecting continuous expansion in the next five years. Its current annual sales are estimated between \$3 million and \$5 million, and its primary customers are General Motors branded products (Saturn, Corvette, Cadillac, etc.).

Situation:

SAMLIP is a very aggressive marketer of its products world-wide. Its sole business activity at the Clinton site is the manufacture of brake components for the North American automobile market. As with all first-tier automotive suppliers, SAMLIP is required to become TS 16949 (international automotive quality standard) certified to continue working with automobile manufacturers. The company contacted the Tennessee Manufacturing Extension Partnership (TMEP), a NIST MEP network affiliate, for assistance.

Solution:

A TMEP team of internal specialists and contracted third-party resources worked together to provide TS 16949 registration assistance to SAMLIP. TMEP provided on-site training in the standard's requirements for SAMLIP personnel, offered hands-on help in developing all necessary documentation, and made presentations to top managers concerning the details of TS 16949 certification. The team also mentored SAMLIP personnel in the conduct of internal audits, and assisted in the final preparations for the official registrar's audit. The company achieved its TS 16949 registration.

Results:

Achieved TS 16949 registration.

Retained \$3.5 million in immediate sales to existing customers.

Eliminated a major barrier to obtaining additional business as a first-tier automotive supplier.

Reduced costs of materials.

Decreased levels of in-plant inventories.

Created 12 additional jobs.

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Testimonial:

"The Tennessee Manufacturing Extension Partnership was an essential partner in getting us where we needed to be."

Rick Hayes, Quality Manager